



U.S. Small Business
Administration

Office of Veterans Business Development Overview

LEADERSHIP: OFFICE OF VETERANS BUSINESS DEVELOPMENT (OVBD)



Mr. Larry Stubblefield, Associate Administrator

Mr. Stubblefield oversees the OVBD team in its mission to empower veteran, service member, and military spouse business owners with counseling and education, access to capital, and contracting opportunities.



Mr. Tim Green, Deputy Associate Administrator

Mr. Green oversees OVBD programs, people, and policies working to empower America's veteran small business owners and entrepreneurs.

AUTHORIZING STATUTES

- **Public Law 106-50**

- Formulate, execute, and promote policies and programs
- Ombudsman
- Train and counsel
- Advise veterans through programs
- Established SDVOSB 3% prime and sub contracting goal across federal agencies

- **Public Law 110-186**

- Participate in TAP via VBOCs and written materials
- Women veteran business training HOW: WBC and VBOC
- SBDC grant for specific activities
- Economic Injury loan via MREIDL

- **Public Law 106-50 and 110-186**

- ACVBA conduct
- IATF conduct

- **Public Law 105-135**

- Define eligibility for programs
- Define eligible grantees
- Implied task: conduct programs through grants and contracts and cooperative agreements

- **Public Law 106-545**

- Establishes subcontracting goal

- **Veteran Entrepreneur Act of 2015 establishes Fee Waiver**

SERVING THE NEXT GREAT GENERATION

Veteran-owned businesses are a pillar of the U.S. Economy.

- **Vision:** Create America's next great generation of veteran small business owners
- **Mission:** Empower veterans, transitioning service members, National Guard and Reserve members, and military spouses at every stage of business ownership
 - Equip veteran, service member (active duty, National Guard, Reserve), and military spouse owned small businesses with the tools to start, grow, expand, or recover their business through:
 - Counseling, training, and education
 - Access to capital
 - Contracting opportunities
 - Disaster assistance

SBA OVBD MISSION PRIORITIES

- **Counseling & Training**

- Veterans Business Outreach Centers (VBOC)
- Boots to Business (B2B) and Boots to Business Reboot (B2BR)
- Women Veteran Entrepreneurship Training Program (WVETP)
- Service-Disabled Veteran Entrepreneurship Training Program (SDVETP)
- Veteran Federal Procurement Entrepreneurship Training Program (VFPETP)
- SBA District Offices / Veteran Business Development Officers

- **Access to Capital**

- **Access to Contracting and Market Opportunities**

- 3% SDVOSB federal goal achieved yearly since 2012
- 4.27% achieved in 2018

- **Disaster Assistance**

- Military Reservist Economic Injury Disaster Loan (MREIDL)

PARTNERS AND RESOURCES

- Located throughout the nation, the SBA veteran ecosystem is comprised of grantees, resource partners, interagency organizations, and more.
- Additionally, there are **68 SBA District Offices** across the U.S.



VETERANS BUSINESS OUTREACH CENTERS



- 22 centers nationwide, full resource partners
- Provides SBA resource navigation and referrals
- Growth focused on high vet population and installation density areas
- Transition assistance core mission
- Integration and referral mindset
- More information can be found at WWW.SBA.GOV/VBOC

BOOTS TO BUSINESS AND VBOCS

- VBOCs are the lead SBA resource partner in regard to the Boots to Business Program.
- VBOCs work with the SBA District Offices and Transition Service Managers at military installations to ensure that Boots to Business classes are conducted in accordance with the guidelines of the Transition Assistance Program's (TAP) Entrepreneurship Track.
- As of Aug 2019, **over 100,000** service members and their spouses have taken a B2B or Reboot course.

In FY18, over 956 Boots to Business classes were held at military installations within the United States.

BOOTS TO BUSINESS



The entrepreneurial training program offered by SBA on military installations around the world as a training track of the Department of Defense's Transition Assistance Program (TAP).

- **SBAVETS.FORCE.COM**

BOOTS TO BUSINESS REBOOT



Extends the entrepreneurship training offered in TAP to veterans of all eras, members of the Reserve and National Guard, and military spouses in their communities.

- **SBAVETS.FORCE.COM**

BOOTS TO BUSINESS MODULES

- **Module 1**

- *Introduction to Business Ownership*

- **Module 2**

- *The Basics of Opportunity Recognition*

- **Module 3**

- *Market Research*

- **Module 4**

- *The Economics of Small Business Startup*

- **Module 5**

- *Picking the Correct Legal Entity for Your Business*

- **Module 6**

- *Financing The Venture*

- **Module 7**

- *Introduction to Business Planning*

- **Module 8**

- *Moving Forward: Resources to Support You*

BOOTS TO BUSINESS FOLLOW-ON OPTIONS



MISSISSIPPI STATE
UNIVERSITY

Revenue Readiness

- Six-week virtual training program designed to help participants take a business idea from concept to actionable plan in a short timeframe.



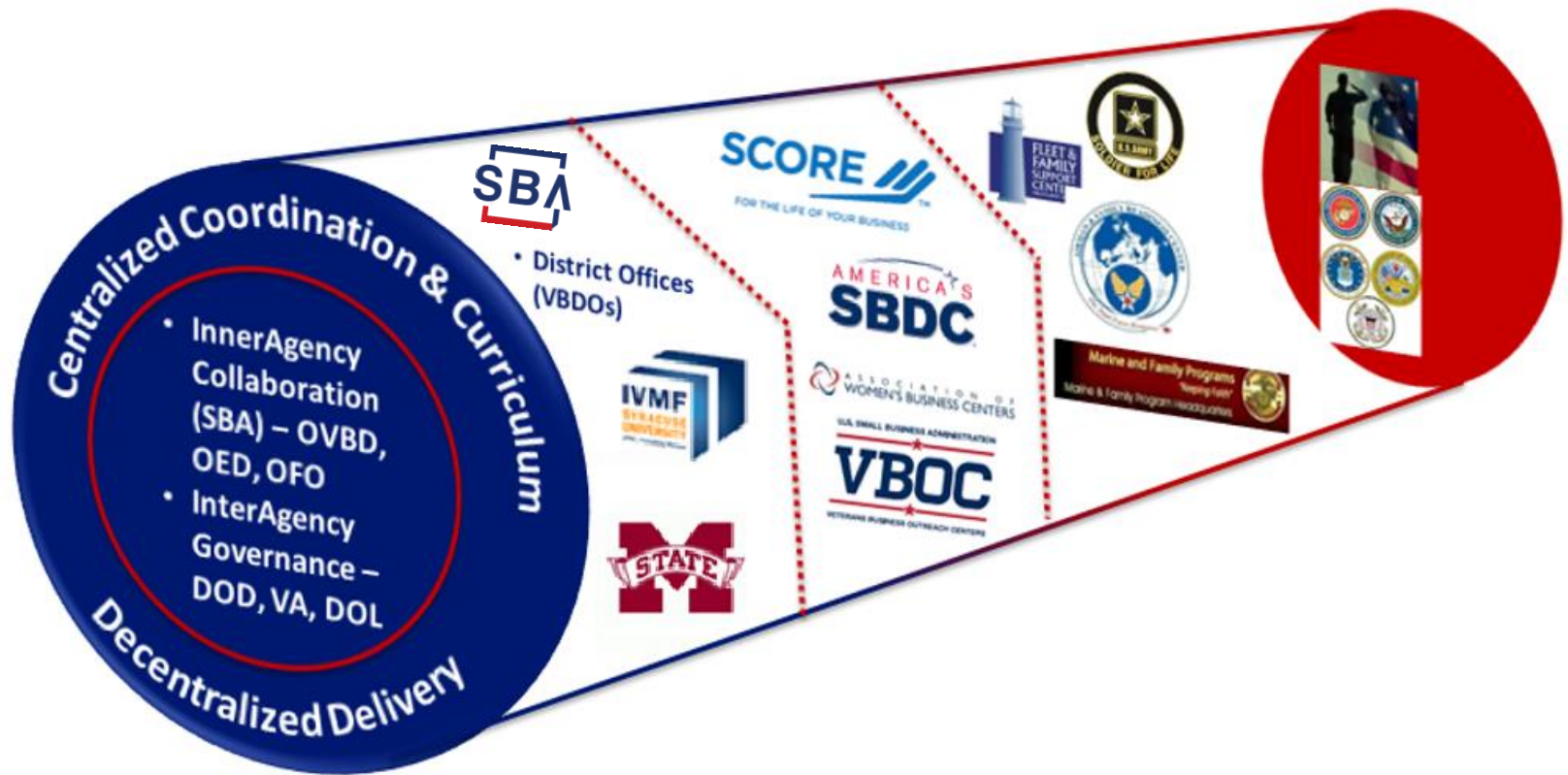
SBA Learning Center Courses

- On-demand courses designed for individuals to explore and build their entrepreneurial skills to ensure their success through every phase of the business lifecycle.

“The SBA is your small business ally.”

Connect with SBA resource partners for additional follow-on information.

B2B STAKEHOLDERS



Focused on veterans: success depends on collaboration

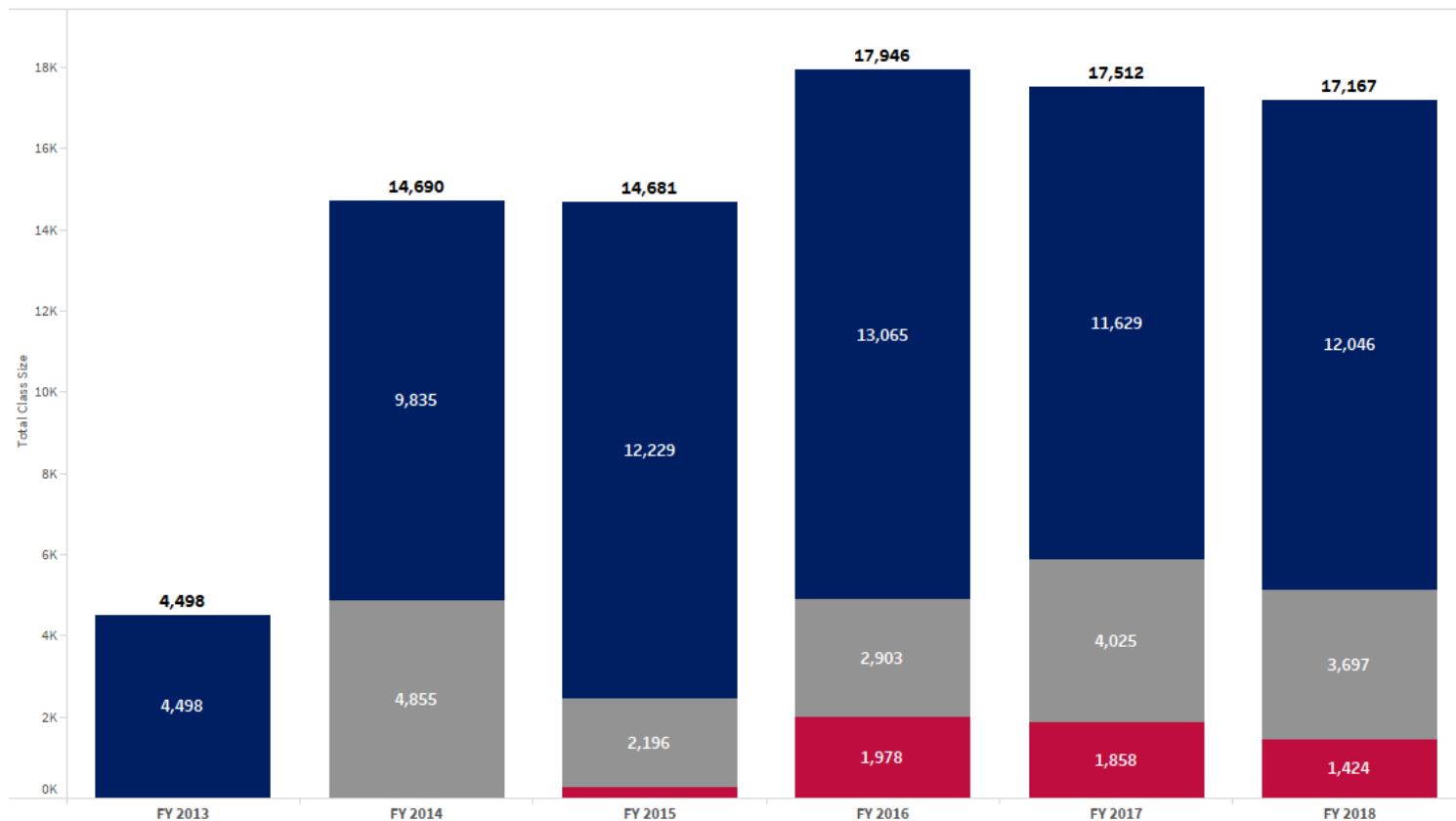
BOOTS TO BUSINESS OUTPUT

Since August 2019, over 100,000 service members and spouses have been counseled on small business ownership concepts across all formats.

Class Type

- Boots to Business
- JKO
- Reboot

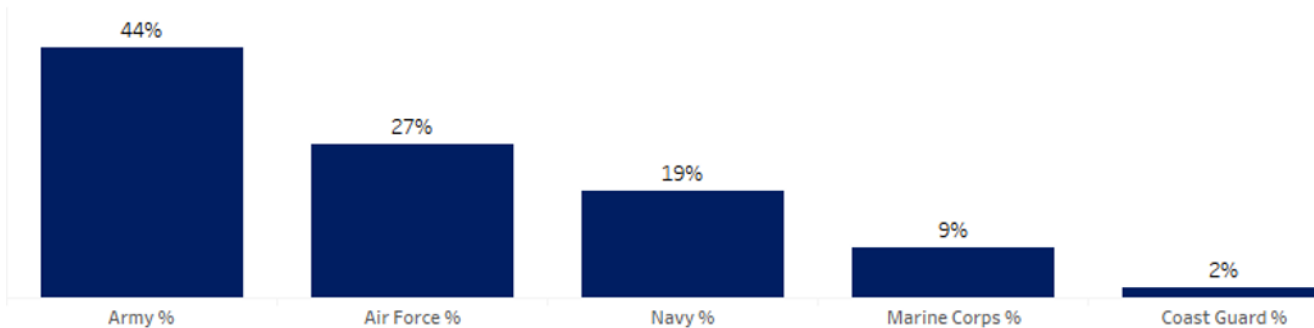
Boots to Business Annual Participation



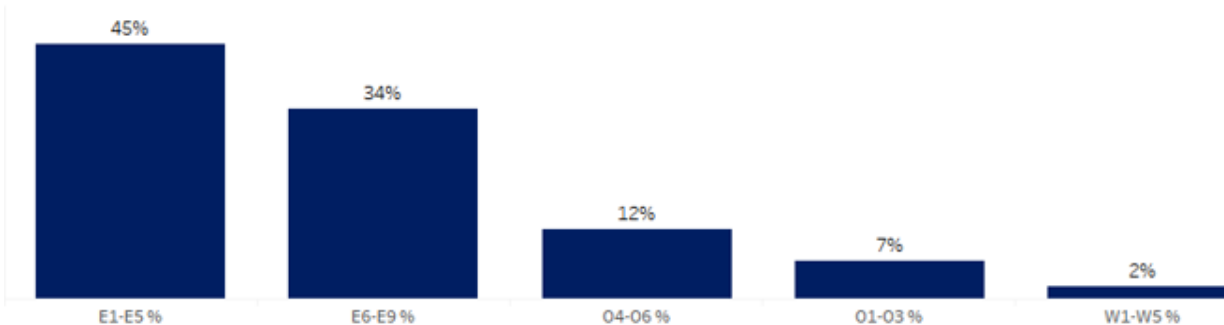
BOOTS TO BUSINESS DEMOGRAPHICS

Transitioning service members of all ranks and branches participate.

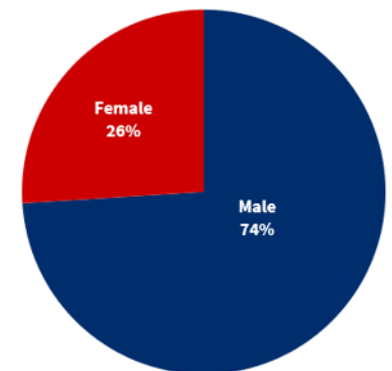
Service Branch: **FY18**



Rank: **FY18**

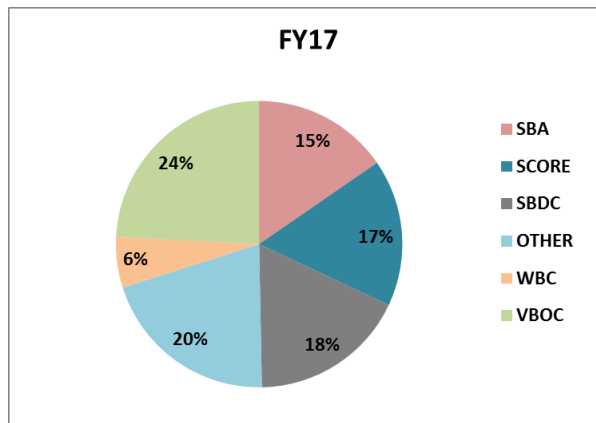
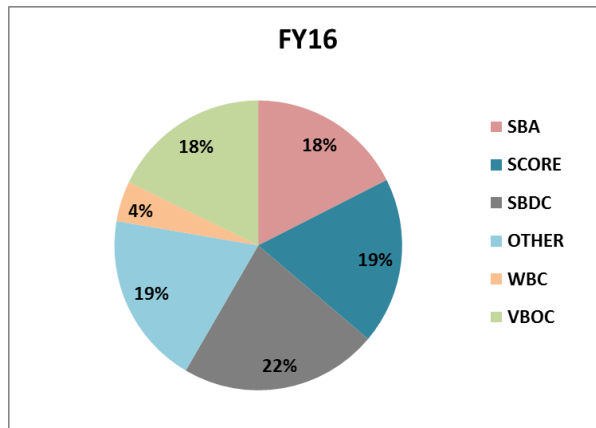


Gender: **FY18**

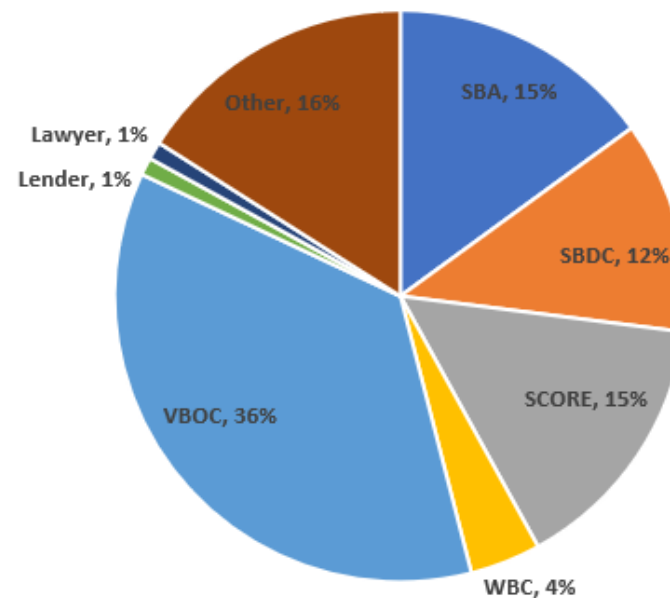


BOOTS TO BUSINESS PARTNER DELIVERY

All SBA partners collaborate to deliver B2B. VBOC share has increased to align to statute and focused expansion.



Boots to Business Instructor Distribution
Fiscal Year 2018



WOMEN VETERAN ENTREPRENEURSHIP TRAINING PROGRAM

(WVETP)



- Entrepreneurial training for women veterans as they start or grow a business.
- WVETP consists of two institution grantees:
 - **Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE)** – Institute for Veterans and Military Families at Syracuse University
 - **Lift Fund** – San Antonio Lift Fund

SERVICE-DISABLED VETERAN ENTREPRENEURSHIP TRAINING PROGRAM

(SDVETP)

- Entrepreneurial training for SDVs as they start or grow a business

- SDVETP consists of four institution grantees:

- **Entrepreneurship Bootcamp for Veterans with Disabilities (EBV)** – Syracuse University's Institute for Veterans and Military Families, Syracuse, NY
 - ebv.vets.syr.edu

- **Veterans Entrepreneurship Program** – Riata Center for Entrepreneurship, Spears School of Business at Oklahoma State University, Stillwater, OK
 - business.okstate.edu/riata/veterans

- **Entrepreneurship Bootcamp for Veterans** – St. Joseph's University, Philadelphia, PA
 - sju.edu/ebv

- **Dog Tag, Inc.** – Washington, DC
 - dogtaginc.org



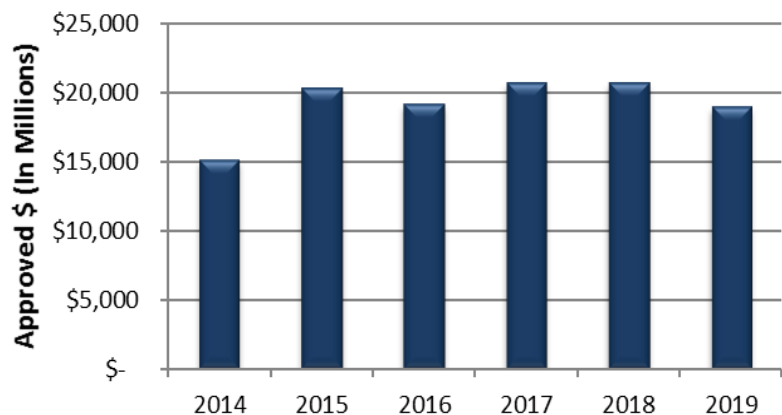
ACCESS TO CAPITAL

- **Veterans Entrepreneurship Act of 2015 – eliminates fees on SBA Express Loans**
 - Maximum loan under the SBA Express Loan program: \$350,000
 - No guaranty fee
- **SBA Veteran Qualifications:**
 - Businesses must be 51% or more owned and controlled by an individual(s) in one or more of the following groups:
 - Veterans (excluding those with dishonorable or bad conduct discharge)
 - Service-disabled veterans
 - Active duty military service member in TAP
 - Reservists or National Guard members
 - Military spouses
- **Disaster Assistance: [MREIDL](#)**
 - Military Reservist Economic Injury Disaster Loan
 - Available for eligible VOSBs and SDVOSBs

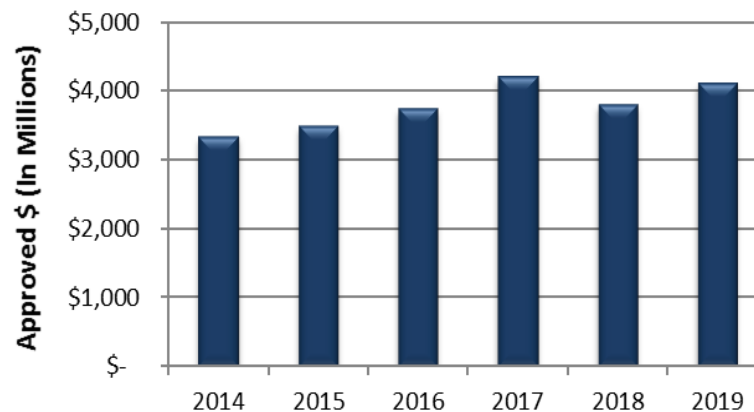
ACCESS TO CAPITAL

All Populations

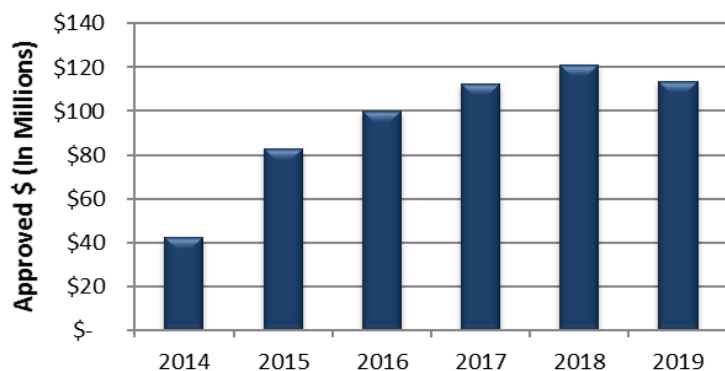
7(a) Lending Activity



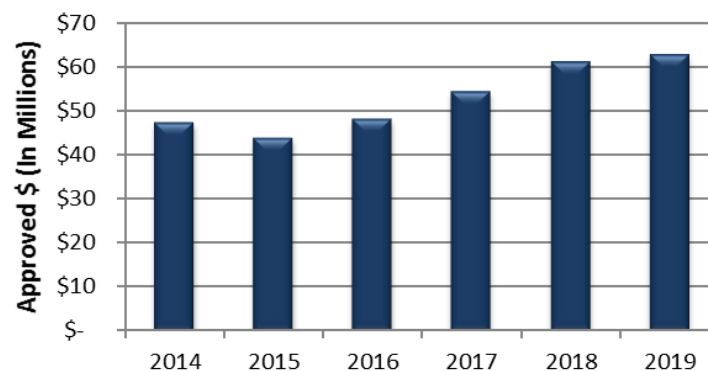
504 Lending Activity



Community Advantage

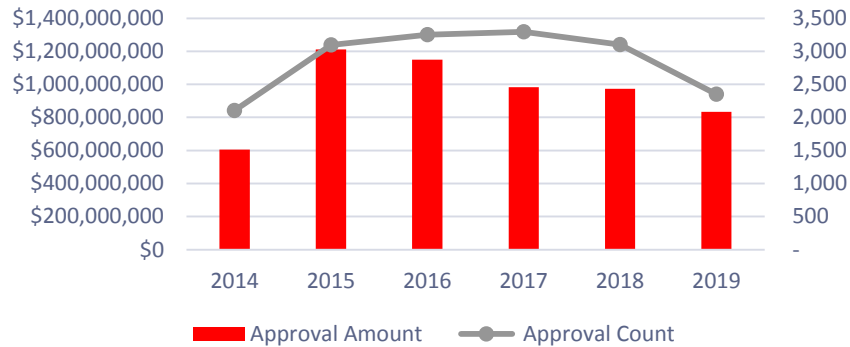


Microloans

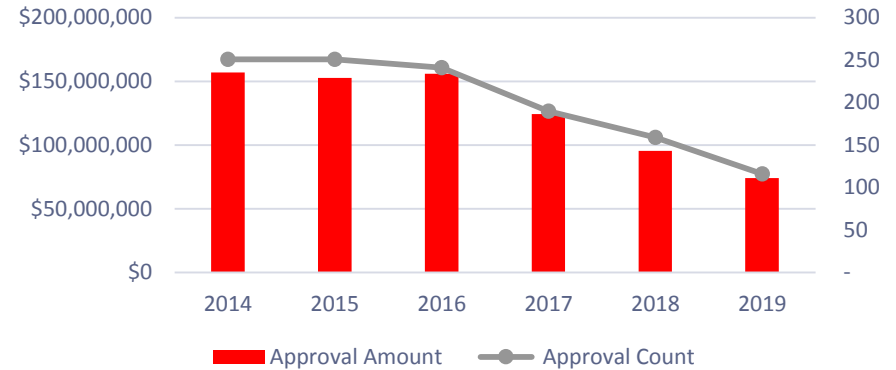


ACCESS TO CAPITAL Veterans

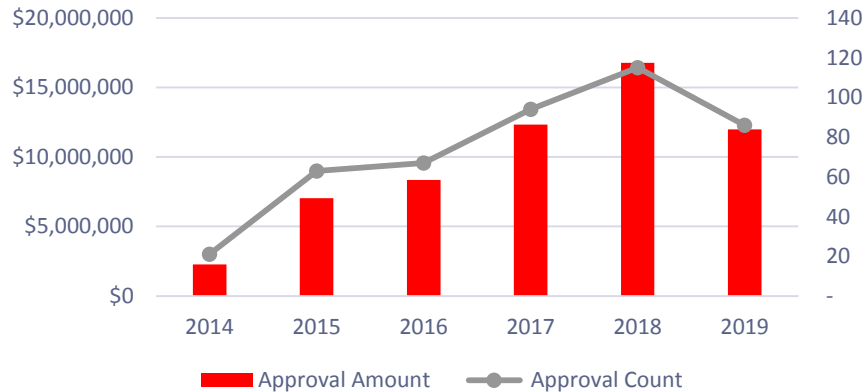
7 (a) Lending Data



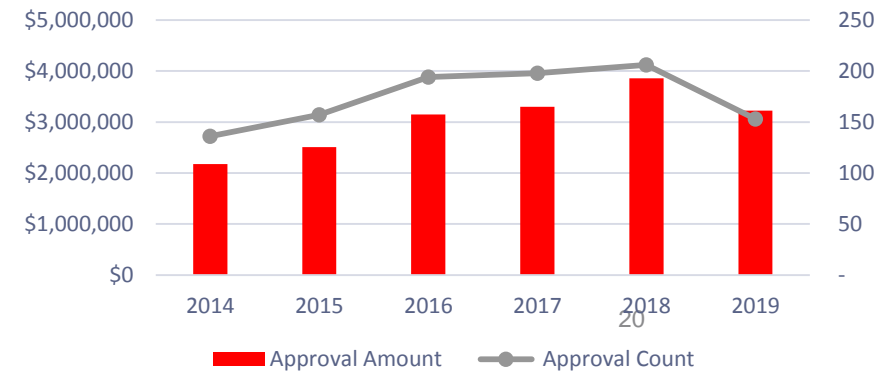
504 Lending Data



Community Advantage



Microloans



Data as of 9/13/2019

CONTRACTING

- US Government SDVOSB contract spend has exceeded 3% every year since FY2012 - FY18 data shows 4.27% SDVOSB spend
- Veteran Federal Procurement Entrepreneurship Training Program (VFPETP)
- Many SDVOSB and VOSB are well prepared for state and local procurement opportunities
- Commercial Supply Chain

VETERAN FEDERAL PROCUREMENT ENTREPRENEURSHIP TRAINING PROGRAM

(VFPETP)

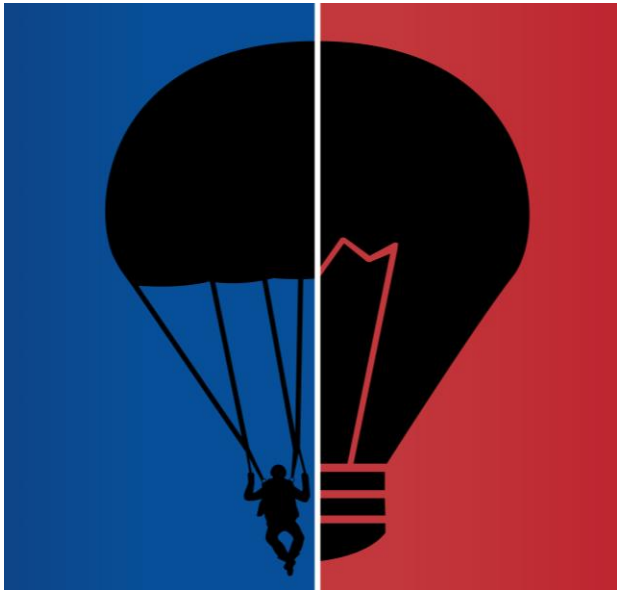


Veterans Institute for Procurement (VIP)

- Three-day intensive programs held in MD
- Hands-on, market-based instruction that help veteran-owned small businesses (VOSBs) establish best practices for federal procurement
 - **VIP START** – designed for VOSBs who seek to either enter or expand current business in the federal marketplace
 - **VIP GROW** – enables VOSBs to increase their ability to win government contracts
 - **VIP INTERNATIONAL** – designed for VOSBs who seek to either enter or expand their federal contracting and commercial opportunities overseas
- In 2018, VIP celebrated its 1000th graduate!

WWW.NATIONALVIP.ORG

POLICY FORMULATION



Advisory Committee on Veteran Business Affairs

- Membership: SDVOSBs, VOSBs, Veteran Service Organizations (VSO)

Interagency Task Force on Veterans Small Business Development

- Membership: SBA, VA, DoL, Dept. of Treasury, OMB, GSA, DoD, and four VSOs

Public meetings held March, June, September, December at SBA HQ, Washington, DC.

Learn more at www.sba.gov/ovbd under the “Federal Advisory Committees” section of the Resources page.

SBA AND VA

- **Presidential Salary Donation**

- Official MOU between the SBA and VA to execute a pilot program for veteran entrepreneurs, in partnership with the Veteran Entrepreneurial Training and Resource Network (VETRN).
- VETRN will launch the Veteran-Owned Small Business Growth Program's first cohort in Portsmouth, NH on September 21, 2019

- **VR&E**

- Opportunities for reciprocal referral
- Official Memorandum of Agreement in place

- **IATF**

- Focus on SDVOSB and VOSB federal procurement

- **OSDBU**

- Complementary outreach and engagement

National Veterans Small Business Week

- Celebrated every year – first week of November
- Purpose is to raise awareness of veteran-owned businesses, including the challenges and achievements of the veteran and military business population
- **NVSBW 2019: November 4-8, 2019**
 - **Theme:** Mission #VetBiz Success
 - **2018 Results:**
 - Over 200 NVSBW events held by District Offices, resource partners, VSOs and more
 - Over 9,887 veterans, service members, and military spouses participated
 - Reached about six million on social media
 - Hosted several virtual events including Facebook Live and Twitter Chats



Contact Information

(202) 205-6773

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